



WCNC  
1001 Wood Ridge Center Dr.  
Charlotte, NC 28217-1901

Innovative Advertising LLC  
403 North Columbia St.  
Covington, LA 70433-2919

**Contract # 855225**

**Schedule Dates** 10/23/12-11/05/12  
**Advertiser** Robert Pittenger for Congress (38520)  
**Agency/T-Code** Innovative Advertising LLC (4802)/104599522  
**Product** Political - US House (1175)  
**Brand** 986 (177841)  
**Salesperson** House- WCNC, (1245)  
**Sales Office** WCNC-Charlotte  
**Buyer Name** Guerra,Heidi  
**Phone/Fax** /  
**CPE** 986  
**Account Types** National/Political Candidate - Agency  
**Billing Type** Weekly/Irregular  
**Comments**

**Date Entered** 09/19/12  
**Last Modified** 10/29/12  
**Entered By** Melissa Welch  
**CO-OP** No  
**Headline #** Direct  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$7,622.25  
**Net Total** \$43,192.75  
**Sales Tax**

Charlotte (WCNC) (WCNC)		
By Broadcast Month	Spots	Rate
Oct. 2012	38	\$13,360.00
Nov. 2012	66	\$37,455.00
<b>Grand Total:</b>	<b>104</b>	<b>\$50,815.00</b>

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.2	Normal Line / SPOT	10/23/12-10/26/12	4	:30	5:58A- 6:58A (ET)			1	1	1	1			4	\$360.00	\$1,440.00	Charlotte (WCNC) (WCNC)		10/22/12
2.1	Normal Line / SPOT	10/29/12-11/02/12	4	:30	5:58A- 6:58A (ET)		1	1	1	1	1			5	\$360.00	\$1,800.00	Charlotte (WCNC) (WCNC)		10/22/12
3.1	Normal Line / SPOT	11/05/12-11/05/12	4	:30	5:58A- 6:58A (ET)		2							2	\$360.00	\$720.00	Charlotte (WCNC) (WCNC)		10/22/12
4.2	Normal Line / SPOT	10/23/12-10/26/12	4	:30	6:58A- 9A (ET)			1	1	1	1			4	\$360.00	\$1,440.00	Charlotte (WCNC) (WCNC)		10/22/12
5.0	Normal Line / SPOT	10/29/12-11/02/12	3	:30	6:58A- 9A (ET)		1	1	1	1	1			5	\$720.00	\$3,600.00	Charlotte (WCNC) (WCNC)		9/19/12
6.0	Normal Line / SPOT	11/05/12-11/05/12	3	:30	6:58A- 9A (ET)		2							2	\$720.00	\$1,440.00	Charlotte (WCNC) (WCNC)		9/19/12
7.1	Normal Line / SPOT	10/23/12-10/26/12	3	:30	9A- 10A (ET)	4		X	X	X	X			4	\$360.00	\$1,440.00	Charlotte (WCNC) (WCNC)		10/19/12
8.0	Normal Line / SPOT	10/29/12-11/02/12	3	:30	9A- 10A (ET)		1	1	1	1	1			5	\$360.00	\$1,800.00	Charlotte (WCNC) (WCNC)		9/19/12
9.0	Normal Line / SPOT	11/05/12-11/05/12	3	:30	9A- 10A (ET)		2							2	\$360.00	\$720.00	Charlotte (WCNC) (WCNC)		9/19/12
10.1	Normal Line / SPOT	10/23/12-10/26/12	3	:30	10A- 11A (ET)	4		X	X	X	X			4	\$270.00	\$1,080.00	Charlotte (WCNC) (WCNC)		10/19/12
11.0	Normal Line / SPOT	10/29/12-11/02/12	3	:30	10A- 11A (ET)		1	1	1	1	1			5	\$270.00	\$1,350.00	Charlotte (WCNC) (WCNC)		9/19/12
12.0	Normal Line / SPOT	11/05/12-11/05/12	3	:30	10A- 11A (ET)		2							2	\$270.00	\$540.00	Charlotte (WCNC) (WCNC)		9/19/12
13.2	Normal Line / SPOT	10/23/12-10/26/12	4	:30	4P- 4:59P (ET)			1	1	1	1			4	\$180.00	\$720.00	Charlotte (WCNC) (WCNC)		10/22/12
14.2	Normal Line / SPOT	10/29/12-11/02/12	4	:30	4P- 4:59P (ET)		1	1	1	1	1			5	\$180.00	\$900.00	Charlotte (WCNC) (WCNC)		10/26/12

**CONFIRMATION CONTRACT**

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
-----------------------------	-------	-------------------	-------	-----------



WCNC  
1001 Wood Ridge Center Dr.  
Charlotte, NC 28217-1901

Innovative Advertising LLC  
403 North Columbia St.  
Covington, LA 70433-2919

**Contract #** 855225  
**Schedule Dates** 10/23/12-11/05/12  
**Advertiser** Robert Pittenger for Congress (38520)  
**Agency/T-Code** Innovative Advertising LLC (4802)/104599522  
**Product** Political - US House (1175)  
**Brand** 986 (177841)  
**Salesperson** House- WCNC, (1245)  
**Sales Office** WCNC-Charlotte  
**Buyer Name** Guerra,Heidi  
**Phone/Fax** /  
**CPE** 986  
**Account Types** National/Political Candidate - Agency  
**Billing Type** Weekly/Irregular  
**Comments**

**Date Entered** 09/19/12  
**Last Modified** 10/29/12  
**Entered By** Melissa Welch  
**CO-OP** No  
**Headline #** Direct  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$7,622.25  
**Net Total** \$43,192.75  
**Sales Tax**

Charlotte (WCNC) (WCNC)		
By Broadcast Month	Spots	Rate
Oct. 2012	38	\$13,360.00
Nov. 2012	66	\$37,455.00
<b>Grand Total:</b>	<b>104</b>	<b>\$50,815.00</b>

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
15.0	Normal Line / SPOT	11/05/12-11/05/12	3	:30	4P- 4:59P (ET)		1							1	\$425.00	\$425.00	Charlotte (WCNC) (WCNC)		9/19/12
16.1	Normal Line / SPOT	10/24/12-10/24/12	4	:30	10P- Chicago Fire				1					1	\$1,080.00	\$1,080.00	Charlotte (WCNC) (WCNC)		10/22/12
17.2	Normal Line / SPOT	10/31/12-10/31/12	4	:30	10P- Chicago Fire				1					1	\$1,080.00	\$1,080.00	Charlotte (WCNC) (WCNC)		10/29/12
18.1	Normal Line / SPOT	10/26/12-10/26/12	4	:30	9P- Grimm						1			1	\$720.00	\$720.00	Charlotte (WCNC) (WCNC)		10/22/12
19.1	Normal Line / SPOT	11/02/12-11/02/12	4	:30	9P- Grimm						1			1	\$720.00	\$720.00	Charlotte (WCNC) (WCNC)		10/22/12
20.2	Normal Line / SPOT	10/23/12-10/26/12	4	:30	11P- 11:34P (ET)			1	1	1	1			4	\$515.00	\$2,060.00	Charlotte (WCNC) (WCNC)		10/22/12
21.1	Normal Line / SPOT	10/29/12-11/02/12	4	:30	11P- 11:34P (ET)	4	X	X	X	X	X			4	\$515.00	\$2,060.00	Charlotte (WCNC) (WCNC)		10/22/12
23.2	Normal Line / SPOT	10/23/12-10/26/12	4	:30	11:34P- 12:37A (ET)	3		X	X	X	X			3	\$200.00	\$600.00	Charlotte (WCNC) (WCNC)		10/22/12
24.1	Normal Line / SPOT	10/29/12-11/02/12	4	:30	11:34P- 12:37A (ET)	3	X	X	X	X	X			3	\$200.00	\$600.00	Charlotte (WCNC) (WCNC)		10/22/12
25.1	Normal Line / SPOT	11/05/12-11/05/12	4	:30	11:34P- 12:37A (ET)		1							1	\$200.00	\$200.00	Charlotte (WCNC) (WCNC)		10/22/12
26.1	Normal Line / SPOT	10/27/12-10/27/12	4	:30	11P- 11:29P (ET)							1		1	\$515.00	\$515.00	Charlotte (WCNC) (WCNC)		10/22/12
27.1	Normal Line / SPOT	11/03/12-11/03/12	4	:30	11P- 11:29P (ET)							1		1	\$515.00	\$515.00	Charlotte (WCNC) (WCNC)		10/22/12
28.0	Normal Line / SPOT	10/28/12-10/28/12	3	:30	11:30P- 12A (ET)								1	1	\$1,035.00	\$1,035.00	Charlotte (WCNC) (WCNC)		9/19/12
29.0	Normal Line / SPOT	11/04/12-11/04/12	3	:30	11:30P- 12A (ET)								1	1	\$1,035.00	\$1,035.00	Charlotte (WCNC) (WCNC)		9/19/12

### CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
-----------------------------	-------	-------------------	-------	-----------



WCNC  
1001 Wood Ridge Center Dr.  
Charlotte, NC 28217-1901

Innovative Advertising LLC  
403 North Columbia St.  
Covington, LA 70433-2919

**Contract #** 855225  
**Schedule Dates** 10/23/12-11/05/12  
**Advertiser** Robert Pittenger for Congress (38520)  
**Agency/T-Code** Innovative Advertising LLC (4802)/104599522  
**Product** Political - US House (1175)  
**Brand** 986 (177841)  
**Salesperson** House- WCNC, (1245)  
**Sales Office** WCNC-Charlotte  
**Buyer Name** Guerra,Heidi  
**Phone/Fax** /  
**CPE** 986  
**Account Types** National/Political Candidate - Agency  
**Billing Type** Weekly/Irregular  
**Comments**

**Date Entered** 09/19/12  
**Last Modified** 10/29/12  
**Entered By** Melissa Welch  
**CO-OP** No  
**Headline #** Direct  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$7,622.25  
**Net Total** \$43,192.75  
**Sales Tax**

Charlotte (WCNC) (WCNC)		
By Broadcast Month	Spots	Rate
Oct. 2012	38	\$13,360.00
Nov. 2012	66	\$37,455.00
<b>Grand Total:</b>	<b>104</b>	<b>\$50,815.00</b>

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
30.0	Normal Line / SPOT	10/23/12-10/26/12	4	:30	11A- 11:59A (ET)			1	1	1	1			4	\$105.00	\$420.00	Charlotte (WCNC) (WCNC)		10/22/12
31.0	Normal Line / SPOT	10/29/12-11/02/12	4	:30	11A- 11:59A (ET)	4	X	X	X	X	X			3	\$105.00	\$315.00	Charlotte (WCNC) (WCNC)		10/22/12
32.0	Normal Line / SPOT	11/05/12-11/05/12	4	:30	11A- 11:59A (ET)		1							1	\$105.00	\$105.00	Charlotte (WCNC) (WCNC)		10/22/12
33.0	Normal Line / SPOT	11/04/12-11/04/12	4	:30	9A- 9:58A (ET)								1	1	\$180.00	\$180.00	Charlotte (WCNC) (WCNC)		10/22/12
34.0	Normal Line / SPOT	11/04/12-11/04/12	4	:30	6P- 6:30P (ET)								1	1	\$350.00	\$350.00	Charlotte (WCNC) (WCNC)		10/22/12
35.0	Normal Line / SPOT	11/03/12-11/03/12	4	:30	6A- 6:57A (ET)							1		1	\$140.00	\$140.00	Charlotte (WCNC) (WCNC)		10/22/12
36.0	Normal Line / SPOT	11/04/12-11/04/12	4	:30	9:58A- 11A (ET)								1	1	\$600.00	\$600.00	Charlotte (WCNC) (WCNC)		10/22/12
37.0	Normal Line / SPOT	10/23/12-10/26/12	4	:30	5:29P- 5:59P (ET)	3		X	X	X	X			3	\$270.00	\$810.00	Charlotte (WCNC) (WCNC)		10/22/12
38.0	Normal Line / SPOT	10/29/12-11/02/12	4	:30	5:29P- 5:59P (ET)	3	X	X	X	X	X			3	\$270.00	\$810.00	Charlotte (WCNC) (WCNC)		10/22/12
39.0	Normal Line / SPOT	11/05/12-11/05/12	4	:30	5:29P- 5:59P (ET)		1							1	\$270.00	\$270.00	Charlotte (WCNC) (WCNC)		10/22/12
40.0	Normal Line / SPOT	10/29/12-11/02/12	4	:30	6:59P- 7:30P (ET)	3	X	X	X	X	X			3	\$1,260.00	\$3,780.00	Charlotte (WCNC) (WCNC)		10/22/12
41.0	Normal Line / SPOT	11/05/12-11/05/12	4	:30	6:59P- 7:30P (ET)		1							1	\$1,260.00	\$1,260.00	Charlotte (WCNC) (WCNC)		10/22/12
42.0	Normal Line / SPOT	10/29/12-10/29/12	4	:30	7:58P- The Voice		1							1	\$4,500.00	\$4,500.00	Charlotte (WCNC) (WCNC)		10/22/12
43.0	Normal Line / SPOT	11/05/12-11/05/12	4	:30	7:58P- The Voice		1							1	\$4,500.00	\$4,500.00	Charlotte (WCNC) (WCNC)		10/22/12

### CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
-----------------------------	-------	-------------------	-------	-----------



WCNC  
1001 Wood Ridge Center Dr.  
Charlotte, NC 28217-1901

Innovative Advertising LLC  
403 North Columbia St.  
Covington, LA 70433-2919

**Contract #** 855225  
**Schedule Dates** 10/23/12-11/05/12  
**Advertiser** Robert Pittenger for Congress (38520)  
**Agency/T-Code** Innovative Advertising LLC (4802)/104599522  
**Product** Political - US House (1175)  
**Brand** 986 (177841)  
**Salesperson** House- WCNC, (1245)  
**Sales Office** WCNC-Charlotte  
**Buyer Name** Guerra,Heidi  
**Phone/Fax** /  
**CPE** 986  
**Account Types** National/Political Candidate - Agency  
**Billing Type** Weekly/Irregular  
**Comments**

**Date Entered** 09/19/12  
**Last Modified** 10/29/12  
**Entered By** Melissa Welch  
**CO-OP** No  
**Headline #** Direct  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$7,622.25  
**Net Total** \$43,192.75  
**Sales Tax**

Charlotte (WCNC) (WCNC)		
By Broadcast Month	Spots	Rate
Oct. 2012	38	\$13,360.00
Nov. 2012	66	\$37,455.00
<b>Grand Total:</b>	<b>104</b>	<b>\$50,815.00</b>

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
44.0	Normal Line / SPOT	11/05/12-11/05/12	3	:30	11P- 11:34P (ET)	1								1	\$1,035.00	\$1,035.00	Charlotte (WCNC) (WCNC)		10/29/12
45.0	Normal Line / SPOT	10/30/12-11/02/12	4	:30	11A- 11:59A (ET)	2		X	X	X	X			1	\$105.00	\$105.00	Charlotte (WCNC) (WCNC)		10/29/12
46.0	Normal Line / SPOT	10/31/12-11/02/12	3	:30	4:28A- 4:58A (ET)	3			X	X	X				\$50.00		Charlotte (WCNC) (WCNC)		10/29/12
47.0	Normal Line / SPOT	11/05/12-11/05/12	3	:30	4:28A- 4:58A (ET)	1									\$50.00		Charlotte (WCNC) (WCNC)		10/29/12
48.0	M/G For 45.0.1 / SPOT	11/05/12-11/05/12	4	:30	11A- 11:59A (ET)	1									\$105.00		Charlotte (WCNC) (WCNC)		10/29/12

### CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments: